

Message Text

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TO AMCONSUL HONG KONG
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E.O. 11652: N/A

TAGS: BEXP, UK

SUBJECT: MAJOR PROJECT: HONG KONG SUBWAY

REF: HONG KONG 0552 AND HONG KONG 0512

1. APPRECIATE PROMPT REPORT ON NEW PROJECT STATUS. MEPD

TELEPHONING COMPANIES LISTED IN PARA FIVE OF REFTTEL A AND
SEVERAL OTHER FIRMS QUALIFIED UNDERTAKE VARIOUS ASPECTS
OF SUBWAY DEVELOPMENT. MAIL DISTRIBUTION ALSO MADE TO
MANY OTHER QUALIFIED AND POTENTIALLY INTERESTED FIRMS.

2. WE HAVE CONTACTED WASHINGTON METRO SINCE IT IS ALREADY
CARRYING OUT PROGRAM SIMILAR TO THAT PLANNED BY HKG --I.E.
AWARDING NUMEROUS CONTRACTS FOR PARTICULAR SEGMENTS OF
SYSTEM TO LARGE NUMBER OF FIRMS. FOR THIS REASON, WE
BELIEVE WMATA EXPERIENCE MAY BE OF PARTICULAR INTEREST TO
HKG OFFICIALS. IF HONG KONG WISHES TO SEND A TEAM OR
AN INDIVIDUAL TO WASHINGTON, WMATA HAS AGREED TO PROVIDE
A DETAILED, FULL SCALE PROFESSIONAL BRIEFING ON BACK-
GROUND OF LOCAL SYSTEM. AT THE SAME TIME, COMMERCE WOULD
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ARRANGE ITINERARY THAT WOULD INCLUDE VISITS TO LEADING

AMERICAN SUBWAY DESIGNERS, BUILDERS, AND EQUIPMENT
MANUFACTURERS IF HKG WOULD CONSIDER IT WORTHWHILE.
ALTERNATIVELY, WE WOULD ATTEMPT ARRANGE USG/INDUSTRY
CONFERENCE IN WASHINGTON WHERE FIRMS COULD MEET HONG KONG

GROUP IF THIS APPROACH WOULD BE MORE CONVENIENT. WOULD
APPRECIATE REPORT ON WHETHER HKG OPEN TO THESE
SUGGESTIONS.

3. REFTELS INDICATE HKG APPEARS CONSIDER COST A KEY
ASPECT OF SYSTEM PLANNING. THIS MAY HAVE FAVORABLE
IMPACT ON CHANCES OF U.S. MANUFACTURERS TO SUPPLY
TRANSIT CARS. THESE HIGH COST ITEMS OFFER LARGE PORTION
OF SUBWAY SYSTEM EXPORT POTENTIAL. TWO AMERICAN
COMPANIES, ROHR AND PULLMAN, HAVE THREE MODELS OF TRANSIT
CARS IN PRODUCTION AT THIS TIME (ROHR'S BART AND WMATA
CARS, AND PULLMAN'S NEW MODELS FOR THE NYTA). IF HONG
KONG WOULD CONSIDER ORDERING TRANSIT CARS THAT ARE
ALREADY BEING MANUFACTURED, RATHER THAN REQUIRING A NEW
MODEL SPECIALLY DESIGNED FOR THE LOCAL SYSTEM, --AS THE
CUSTOM SEEMS TO BE IN THIS COUNTRY AND ELSEWHERE, IT
MIGHT OBTAIN HIGHLY COMPETITIVE BIDS. OF COURSE, THE
SAME CONSIDERATIONS MIGHT APPLY TO JAPANESE EQUIPMENT
WHICH WOULD FACE LOWER SHIPPING COSTS. NEVERTHELESS,
BOTH ROHR AND PULLMAN HAVE INFORMED MEPD THAT THE
INTRICACY OF TRANSIT CAR TECHNOLOGY IS APPROACHING THAT
OF AIRCRAFT MANUFACTURE. OFFICERS OF BOTH FIRMS HAVE
INDICATED THAT THEY ARE QUITE INTERESTED IN EXPORTING
CARS PRESENTLY IN PRODUCTION. IT SHOULD BE EMPHASIZED
THAT THE CARS THESE COMPANIES ARE BUILDING ARE AS
ADVANCED AS ANY IN THE WORLD AND INCORPORATE TECHNOLOGY
NOT AVAILABLE FROM MANY FOREIGN MANUFACTURERS. THIS
IS TOPIC WHICH CONGEN MAY WISH TO DISCUSS INFORMALLY
WITH APPROPRIATE HKG OFFICIALS INTERESTED IN U.S.
PARTICIPATION IN BIDDING ON THE SYSTEM.

4. WE LOOK FORWARD TO CONTINUING REPORTS ON SUBWAY
DEVELOPMENTS. IF THE CONGEN HAS ANY ADDITIONAL
SUGGESTIONS OF WAYS IN WHICH THE USG CAN SUPPORT COMPANIES
BIDDING ON CONTRACTS FOR THE SYSTEM, WE WILL GIVE THEM
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PROMPT CONSIDERATION. KISSINGER

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